



GSA Region 2 and Region 10 Team Collaborate to Improve Service to Customers

In a significant collaborative effort designed to provide GSA customers with a total solution to their training needs, on July 1 2009, GSA migrated four training related Categories (SINs) previously under Schedule 69, (Training Aids & Devices, Instructor-Led Training; Course Development; Test Administration), to Schedule 874/MOBIS (Mission Oriented Business Integrated Services). Training services and products are now included in revised MOBIS SINs 874-4 and 874-5, and new MOBIS SINs 874-8 and 874-9.

The MOBIS Schedule is administered by the Management Services Center, in Auburn, Washington; however, under this partnership, the four new Training Categories will be administered by the National Administrative Services and Office Supplies Acquisition Center, in New York.

This migration significantly expands the training offerings previously found under Schedule 69. It allows for greater ordering flexibility and best serves GSAs customers because it will minimize the confusion experienced by customers due to redundant services previously found under both Schedules. Moreover, the MOBIS "brand" enjoys the reputation of being one of the most flexible and diversified contract vehicles in government, and is well known throughout many customer buying agencies. With this migration, MOBIS is now in a stronger position to satisfy increasingly sophisticated and demanding customer training requirements.

For more information, contact Geri Haworth at (253) 931-7064, or James Nicols at (212) 264-4828

See below for detailed Frequently Asked Questions:

Why did GSA merge Schedule 69 – Training into the Schedule 874 - MOBIS?

GSA is continually reviewing the scope of our schedules to determine if we are meeting the needs of the federal government. Industry, government customers and our marketing network were telling us that many times the services provided under the training schedule and the MOBIS schedule were required for a total solution. Our research indicated that in many cases, to obtain this total solution, it was necessary for customers to use both schedules for one procurement. GSA's decision to merge Schedule 69 into Schedule 874 was a result of this feedback and an attempt to more easily achieve a total solution.



Will customers be informed of this decision? Will they be able to locate my contract in the e-tools?

Yes and Yes. We will inform customers about this change in several ways.

- Articles in GSA's Marketips Magazine
- Email campaigns
- Alerts on all of the applicable web pages
- Customer Service Directors will be provided all the necessary facts so they can pass this on to the customers they meet with and train.
- A notice was posted on GSA Schedules e-library informing customers who view the Schedule 69 page that they can find the applicable SINS and awarded contracts on Schedule 874 under SINS 4, 5, 8, 9
- All applicable publications that are used by GSA to inform and market our schedules will be updated to reflect this current change.

How will I know who my contracting officer is?

Your contracting officer has not changed as a result of this merger. The contracting office (either Region 2 or Region 10) that awarded your contract(s) will continue to administer your contract(s).

If you do not know who your contracting officer is, go to www.gsaelibrary.gsa.gov and enter your contract number or company name in the search option. Click on the hyperlink for the applicable contract. In the top right hand bar you will see the contact information for your contracting officer.

If I only had a MOBIS contract but want to add SINS that were on Schedule 69, can I do that?

If a contractor has one MOBIS contract and now wishes to add any MOBIS SIN to the existing contract, a modification request must be made to the center that administers their contract. See the modification instructions for adding new SINS/labor categories at www.gsa.gov/mobis; click on "MOBIS Library;" and click on "Modifications."

What does my approved contract negotiator need to do?

Previous Schedule 874 contractors do not need to do anything. Previous Schedule 69 contractors must take the following action:

A unilateral modification has been issued to your contract effecting a conversion of your Schedule 69 contract to a new MOBIS Schedule 874 contract. In order to fully execute this formal change, you must amend



your approved GSA price list currently on GSAADVANTAGE to reflect the NEW SINs that apply to your products or services; delete any references to Schedule 69; and include the reference to Schedule 874, Mission Oriented Business Integrated Services (MOBIS). A hard copy of your updated price list should be mailed to us and the new price list uploaded into GSAADVANTAGE.

The price list should comply with contract clause I-FSS-600 which requires certain identifying data to be entered. You should have a customer-friendly text file and a catalog file. For more information on loading price lists to the GSA Advantage! website, go to <https://vsc.gsa.gov/index.cfm> and click on "Getting on Advantage".

How did you move my contract from Schedule 69 to Schedule 874?

On July 10, a unilateral modification was issued to all Schedule 69 contractors. This modification was the means by which Schedule 69 contracts were contractually migrated to the MOBIS Schedule. GSA "refreshed" the MOBIS solicitation (Refresh 14) and incorporated the revised and new training related SINs into the MOBIS Schedule on July 1, 2009. A mass modification will be issued to all MOBIS contractors, incorporating all Refresh 14 terms and conditions.

What if I already had a MOBIS Schedule 874 contract and a Training Schedule 69 contract?

If you have a MOBIS contract and a Schedule 69 Training contract, you will now have 2 MOBIS contracts.

2 MOBIS Contracts? How does that work?

In time, we will work with you to cancel one contract, leaving you with only one MOBIS contract. You can choose to do that in a couple different ways:

- You can keep both contracts active – and customers can make awards against either. If for example you have 874-1 and are only performing "consulting" on your original MOBIS contract and all of your training related services were on Schedule 69, you can accept, respond to, and win bids from any customer on either schedule and continue to do business as usual. When one of the contracts nears an option period you will need to take action to modify one contract and cancel or let the other one expire. We would suggest that the most recent contract be continued but there may be business reasons for continuing the other contract.
- If it is necessary to combine contracts more quickly, you can request a modification to the contract you wish to continue, at any time. You will want to request the modification from the Region that administers the contract you wish to modify. Once



the modification, combining the services of both contracts, has been completed you can request that the other Region cancel the applicable contract.

How do we handle current task orders awarded against our Schedule 69 contract?

Your current task orders will remain valid. Your contract number will remain the same. Your customers would treat this task order as they would any others awarded against the Schedules. For more information on task orders, see www.gsa.gov/schedules and click on "Options on Orders Placed Against Multiple Award Schedule Contracts"

If I only had a Schedule 69 contract, can I add MOBIS SINS?

Yes, by submitting a modification requesting the SINS you want to add. See the modification instructions for adding new SINS/labor categories at www.gsa.gov/mobis; click on "MOBIS Library;" and click on "Modifications."